



SUZHOU, XIANGCHENG

A launch pad for your China business development

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ABOUT EU Sino

We know-how !

EU Sino Business Consulting Ltd., mission is to help European companies to grow in China more quickly and smoothly.

Settled in the provincial High-tech Industrial Development Zone, previously named Huangdai, we find foreign companies looking at setting up or expanding in China and offer a full range of services that attract them to setup here. Eventually, our mission is to create a Sino-European Business Development Zone where foreign enterprises have a reliable and trusted partner.

Besides our strong relationship with the local Xiangcheng government, we cooperate closely with most of the European embassies and chambers of commerce in China. We want to be not only the link of trust between the government and foreign businesses, but also the provider of a wide range of services that make their businesses successful in China.

A sample list of what we do:

- ▶ Marketing and promotion
- ▶ Develop cooperation with European research institutions, chambers and embassies
- ▶ Advise the government on the strategy to follow and improvements to make in order to become more attractive to European businesses
- ▶ Develop and implement a service package for the companies in our district
- ▶ Offer additional services to those companies to make them successful in China
- ▶ Broad range of business consulting services, in and out bound (support departments services, marketing strategy, sales development, etc.)

Suzhou EU Sino, is owned and managed by a team of experienced and senior China specialists, mixed with professionals from various sectors. Its advisory board consists of exceptional people due to their sheer talent, career achievements and long-term experience and success in or with China.

EU Sino has an **Executive Board** of three people:

- ✓ MARCAGGI Paul: French, legal Doctor and vigorous businessman with top level connections
- ✓ DERBAUDRENGHIEN Frederic: Belgian, MBA (Beijing-Sorbonne), Vice-President of Benelux Chamber of Commerce
- ✓ WANG Qian: Chinese, Master in International Relations (Lille), previously Director of Customer Relations Airbus China

To support this Executive Board there is a strong Board of Directors which is closely involved in the daily decision-making. It consists of four senior specialists in wide variety of fields and backgrounds.

There is also an Advisory Board, consisting of a mix of eight specialists ready to support with their expertise.

As our business grows, EUsino partnerships network increases as well.

Here are some examples:



CCI FRANCE CHINE
中国 法国 工商会



Netherlands Enterprise Agency



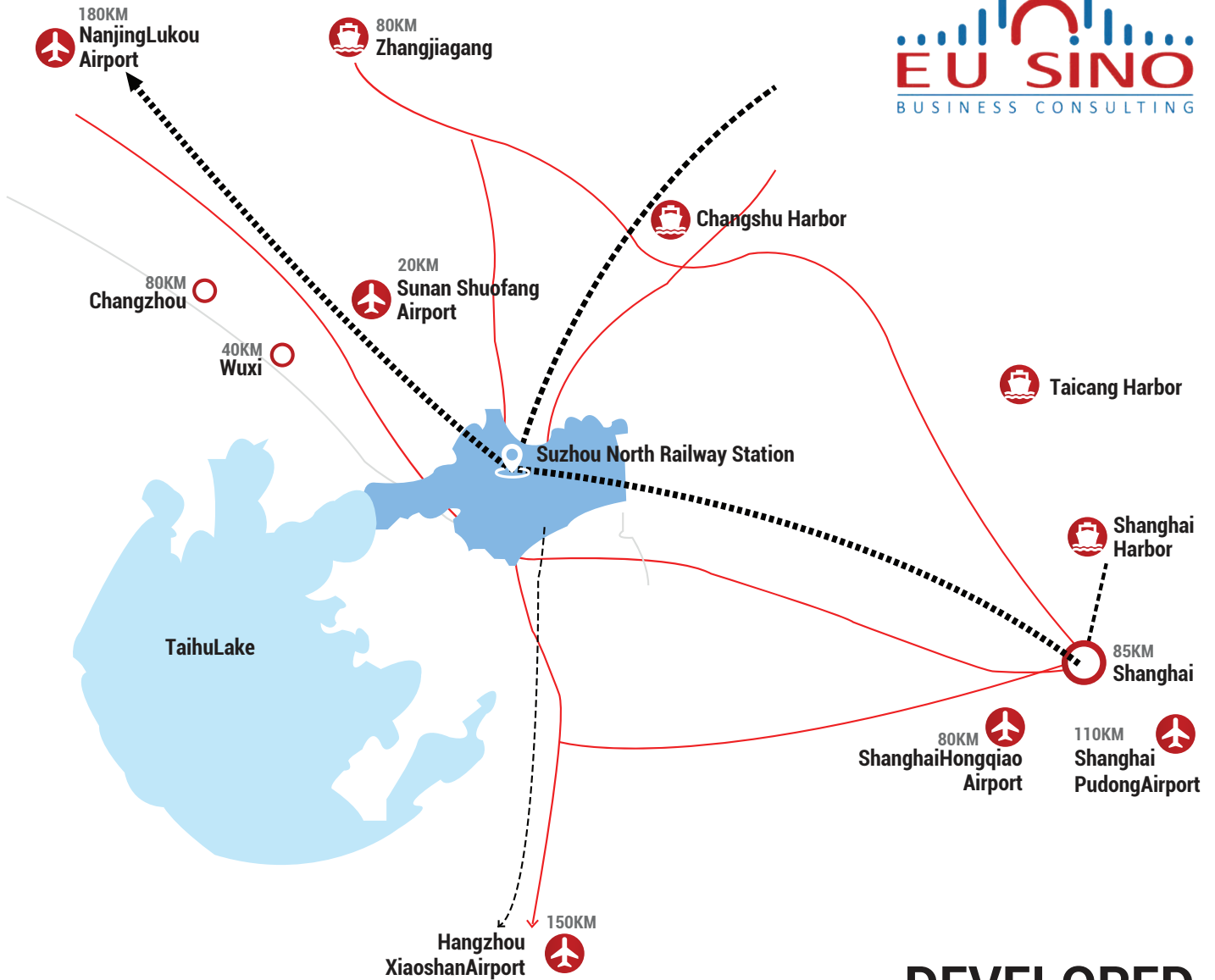
BELGIAN-CHINESE CHAMBER OF COMMERCE
比中经贸委员会



GEOGRAPHICAL CONTEXT



Xiangcheng is a key junction along the Yangtze River Delta economic circle. It is located in Suzhou city, at the very heart of Jiangsu province, and is about one-hour ride from Shanghai, Nantong and many other industrial and commercial development areas. **20% of China's GDP is reachable within two hours.**

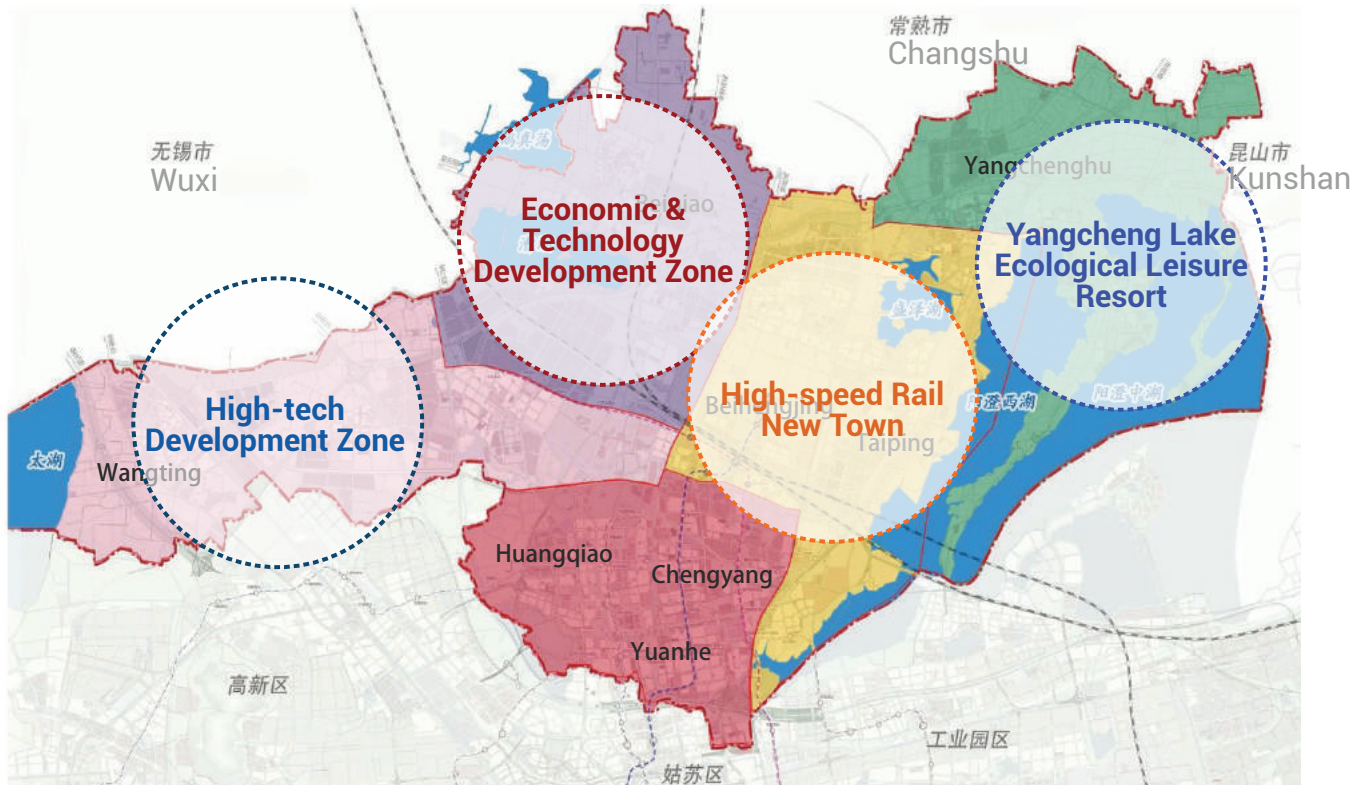


DEVELOPED INFRASTRUCTURES

All means of transportation can be easily accessed in the surroundings of Xiangcheng. You can find five international airports, three world-famous ports, twenty-two highways, two already completed metro lines to downtown Suzhou (and two more to come). With its brand-new Suzhou North railway station, Shanghai is less than 30 minutes away and Beijing less than 6 hours.

Moreover, almost all industrial areas of the district are well-equipped with high-end utilities and infrastructures such as water and power supply systems, waste treatment plants, fire stations, environment sanitation stations, etc.

Apart from this business efficient environment, Xiangcheng also wants to make the district a nice place to live and provides all kinds of living commodities such as commercial centers, schools as well as libraries, hospitals, green spaces, etc.



Xiangcheng represents a total area of 490 km² and a total population of around one million. It is divided into five zones, where each of them have a specific core industrial base:

- ▶ State-level Xiangcheng Economic and Technological Development Zone
- ▶ Provincial High-tech Industrial Development Zone, with its intelligent manufacturing industrial base (Wangting)
- ▶ Suzhou High-Speed Rail New Town, with its auto parts industrial base (Weitang) and precision manufacturing industrial base (Taiping)
- ▶ Yangcheng Lake ecological leisure resort, with its Suzhou new materials industrial base (Yangcheng lake town)
- ▶ Central district

STATE-LEVEL XIANGCHENG ECONOMIC AND TECHNOLOGICAL DEVELOPMENT ZONE

This zone, covering an area of 47.8 km², is cooperating with the already well-settled China-Singapore Suzhou Industrial Park (SIP). This zone can be considered as its expansion with three new functional areas: industrial, residential and lakeside new business areas. This industrial cluster will be based on strategic emerging industries such as next-generation electronics and IT, advanced equipment manufacturing, artificial intelligence as well as modern service industry.



Three scientific centers can also be found in this zone:

- 01 Suzhou Science and Technology Park of Xi'an Jiaotong University, focusing on emerging technology industries
- 02 Yangcheng Lake International High-tech Business Incubator, aiming at providing excellent scientific research platform and comprehensive supporting services for SMEs and micro sci-tech enterprises.
- 03 Xiangcheng Robotics and Intelligent Equipment Research Institute of Soochow University, which develops an overall plan for R&D platform of intelligent manufacturing related to robotics.



PROVINCIAL HIGH-TECH INDUSTRIAL DEVELOPMENT ZONE

This zone focuses on two parks: New Materials Industrial Park and Smart Manufacturing Industrial Park. Three leading industries are targeted: new generation of IT, new materials, and biomedicine. Two other emerging industries are also developing in the area: energy conservation & environmental protection, and smart equipments.



Three Scientific centers are available here:

01

Chunshen Scientific Innovation park, with a series of public service platforms for innovation and entrepreneurship

02

Xiangcheng Health Industry Incubator by the Institute of Chinese Academy of Sciences (Nanjing Branch), specialized in biomedicine and medical equipment, it has a public lab for biotech testing

03

National Engineering Research Center for Biotechnology from the Institute of Process Engineering of the Chinese Academy of Sciences (Suzhou Industrial Base), focusing on glycobiology engineering technology, biological preparations and biological materials.

This zone also has a smart manufacturing industrial base: Wangting. It has developed as a high-standard and modern industrial park for high-end manufacturing such as precision machinery and intelligence production. On the east of this Base, the Wangting International Logistics Park will also serve as a logistics hub, an inland port, and a distribution & processing center.



SUZHOU HIGH-SPEED RAIL NEW TOWN

With a core area of 28.9 km², this area keeps expanding more and more. It is focused on modern business industries, digital economy, and technologies for culture & creativity.



TWO SCIENTIFIC CARRIER TO DISCOVER:

01

New Portal – Hackerspace, mainly serves start-ups in areas such as mobile Internet, film & television new media, e-commerce and big data

02

Big Data Industrial Park, promotes big data innovation, and serves as entrepreneurship base and data asset evaluation center



Along with two industrial bases:

01

Weitang is a well-equipped area for automobile industry. It mainly covers sectors like aluminum alloy lightweight car body, chassis assembly, seal parts, and internal combustion engine. The local government and Tsinghua University has co-established Suzhou Auto Research Institute of Tsinghua University in this Base.

02

Taiping is specialized in precision manufacturing and with the 400 companies, core industries are production of communications, consumer electronics and automobile precision parts manufacturing. In 2015, Suzhou Research Institute for Precision is co-established between the base and Shanghai University of Science and Technology.



SUPPORTING POLICIES



The local government provide incentives to companies setting up in Xiangcheng, depending on their industry scope, specific project, annual turnover, and other criteria. These incentives include but are not limited to:

- ✓ Financial subsidies and annual rewards/bonus.
- ✓ Exemption or decrease of taxes.
- ✓ Temporary rent-free offices and land supplies.
- ✓ Human resources and talent management incentives (rent subsidies, financial rewards, etc.).
- ✓ Patents and intellectual properties rewards.
- ✓ Free or subsidized participation at domestic or foreign exhibitions.
- ✓ Free legal, management, and financial experts consulting services.



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